

UNCLASSIFIED//

SUBJ: SAO INPUT FOR ANNUAL JAVITS AND FORECASTING REPORTS
DUE NO LATER THAN 9 SEPTEMBER 2005

1. BACKGROUND: EACH YEAR THE DEFENSE SECURITY COOPERATION AGENCY (DSCA) SUBMITS TWO KEY REPORTS TO CONGRESS VIA THE STATE DEPARTMENT. THESE REPORTS BOTH ADDRESS FUTURE DEFENSE PURCHASES, BUT GATHER DATA BY SEPARATE AND DISTINCT CRITERIA, BASED ON POTENTIAL FOREIGN MILITARY SALES (FMS) AND SELECT DIRECT COMMERCIAL SALES (DCS). THE ACCURACY AND EFFECTIVENESS OF THESE REPORTS DEPEND ON THE EFFORTS OF SECURITY ASSISTANCE OFFICERS (SAO'S) AND CORRESPONDING COUNTRY PROGRAM DIRECTORS (CPD'S) AT DSCA. THIS MESSAGE SETS OUT THE REQUIRMENTS AND TIMELINE FOR THAT SUBMISSION.

2. REPORTS.

A. THE "FMS FORECASTING" REPORT IS A FISCAL YEAR (FY) REPORT CONSISTING OF PROJECTED FMS SALES FOR THE NEXT TWO FISCAL YEARS (2006 AND 2007), TOTAL AND BY COUNTRY. SALES ARE BASED ON DATA SUBMITTED BY SAO'S, RANKING POTENTIAL SALES BY CATEGORY A (LIKELY) AND CATEGORY B (POSSIBLE) FOR EACH OF THOSE TWO YEARS. THERE ARE NO DOLLAR THRESHOLDS IN FORECASTING.

B. THE "JAVITS" REPORT IS A CALENDAR YEAR (CY) REPORT AND COVERS ONLY CALENDAR YEAR 2006 THIS CYCLE. WHEN COMPILED, THE REPORT LISTS ALL POTENTIAL FMS AND COMMERCIAL SALES, INCLUDING ANTICIPATED EXCESS DEFENSE ARTICLES (EDA), WITH A

DOLLAR THRESHOLD OF \$7M FOR MAJOR DEFENSE EQUIPMENT (MDE) AND \$25M FOR SUPPORT OR SERVICES.

C. TO AID IN THEIR ACCURATE AND TIMELY SUBMISSION, WE HAVE CREATED A SINGLE INPUT FORM USING MICROSOFT EXCEL. THIS FORM REQUIRES ACCURATE INFORMATION ON THE NAME AND DESCRIPTION FOR ALL SYSTEMS LISTED, AND INCLUDES A DROP-DOWN MENU OF WEAPON SYSTEM NAMES AND DESCRIPTIONS, FOR THE MOST LIKELY SYSTEMS. THE FORM CAN BE DOWNLOADED FROM DSCA INTERNET WEBSITE.

3. RELATIONSHIP TO THE SECURITY COOPERATION GUIDANCE. THESE REPORTS, AND THE PROCESS OF EVALUATING FUTURE SALES OF DEFENSE-RELATED GOODS AND SERVICES, CAN BE EFFECTIVE CONTRIBUTORS TO THE OBJECTIVES OF THE SECURITY COOPERATION GUIDANCE (SCG) AND THEATER SECURITY COOPERATION STRATEGIES (TSC). INPUTS SHOULD REFLECT SCG AND TSC PRIORITIES AS WELL AS HOST NATION INTENTIONS. THEY SHOULD SUPPORT EFFORTS TO BUILD DEFENSE RELATIONSHIPS THAT PROMOTE SPECIFIED U.S. SECURITY INTERESTS, BUILD ALLIED AND FRIENDLY MILITARY CAPABILITIES TO FOCUS ON ACTIVITIES THAT MOST EFFECTIVELY SERVE U.S. SECURITY INTERESTS AND, AS A RESULT, BUILD THE RIGHT DEFENSE PARTNERSHIPS FOR THE FUTURE.

4. SUBMISSION PROCESS. THE FIRST STEP IN CREATING BOTH REPORTS IS THE SAO INPUT VIA THE EXCEL DATA ENTRY WORKSHEET. THIS FORM IS AVAILABLE TO DOWNLOAD AT THE DSCA WEBSITE AT WWW.DSCA.MIL (CLICK ON "RESOURCES FOR: JAVITS/FORECASTING" MIDDLE LEFT OF THE DSCA HOME PAGE). IF FIREWALLS OR AUTOMATION PROBLEMS PREVENT DOWNLOADING OR SUBMITTING

THIS EXCEL FORM, CONTACT THE RESPECTIVE DSCA CPD. THE DSCA WEB SITE ALSO INCLUDES A LISTING OF MILESTONES AND DUE DATES, AND A SET OF INSTRUCTIONS. AS SHOWN IN THE MILESTONES, INDIVIDUAL COUNTRY INPUTS WILL THEN BE CONSOLIDATED AND REVIEWED.

5. ACTION REQUIRED BY SAOS:

A. EMAIL COMPLETED DATA ENTRY WORKSHEETS, ENDORSED BY THE COGNIZANT COCOM, NLT 9 SEP 05 TO YOUR DSCA CPD. NO EXTENSIONS WILL BE APPROVED. SUBMIT NEGATIVE REPORTS IF YOU PROJECT NO FMS FOR YOUR COUNTRY FOR BOTH FISCAL YEARS.

B. RECOMMEND DEPARTING SAOS PROVIDE INPUT PRIOR TO ROTATING.

C. INSTRUCTIONS ACCOMPANY THE EXCEL DATA FORM. PLEASE FOLLOW THIS GUIDANCE WHEN FILLING OUT THE FORMS, ESP DIFFERENCES BETWEEN WHAT IS REQUIRED FOR FORECASTING AND JAVITS. REMINDERS INCLUDE: OBSERVE THRESHHOLD LIMITS, ENABLE MACROS, SET EXCEL SECURITY TO MEDIUM FOR THE NAME/DESCRIPTION TAB TO WORK, ENTER DOLLAR VALUES IN MILLIONS, USE DROPDOWN MENUS FOR DATA COLUMNS, ENTER COMPLETE INFORMATION FOR THOSE SYSTEMS NOT FOUND IN THE LINKED MASL LISTING.

6. ACTION REQUESTED OF COMBATANT COMMANDS: IN ADDITION TO REVIEWING AND ENDORSING SAO INPUTS TO DSCA CPDS, PROVIDE A SINGLE POC TO DSCA JAVITS POCS LISTEE BELOW NLT 1 AUG 05. FOR THE JAVITS REPORT ONLY, DSCA WILL SEND COMPILED REGIONAL

DATA FOR FINAL COORDINATION 28 SEP 05, WITH
COMMENT/CONCURRENCE DUE BACK BY NLT 12 OCT 05.

7. ACTION REQUESTED OF MILDEPS:

A. WORK TO SUPPORT SAO JAVITS AND FORECASTING INPUTS AS NEEDED. ASSIST DSCA CPDS DURING THE INITIAL REVIEW OF SAO INPUTS (AUG/SEPT TIMEFRAME). COOPERATION IS REQUIRED FOR DSCA CPDS TO MEET INTERNAL DSCA DEADLINES.

B. IN ADDITION, REQUEST MILDEPS PROVIDE A SINGLE POC FOR THE JAVITS REPORT TO DSCA JAVITS POCS LISTED BELOW NLT 1 AUG 05. FINAL COORDINATION OF JAVITS REPORT WILL BE PROVIDED TO MILDEPS PER THE MILESTONES PUBLISHED ON THE WEB SITE.

C. JAVITS REPORT INCLUDES ANTICIPATED EDA AVAILABLE IN CY 2006. PROVIDE A SUGGESTED LIST OF EDA ITEMS AND, IF POSSIBLE, INCLUDE POTENTIAL RECIPIENTS TO RECEIVE THESE ARTICLES. THIS LIST SHOULD INCLUDE ANY ITEMS FROM SURVEY MESSAGES ALREADY SENT BY MILDEPS WITHOUT COMPLETED ACTIONS. FOR QUESTIONS RELATED TO THE EDA PORTION OF THE REPORT, CONTACT OZ SANBORN AT (703) 601-3718 OR OZ.SANBORN@DSCA.MIL.

8. DSCA POCS FOR FORECASTING ARE MR THOMAS KEITHLY, PROGRAMS DIVISION, DSN 329-3655 OR COMMERCIAL (703) 601-3655, UNCLASSIFIED E-MAIL, THOMAS.KEITHLY@DSCA.MIL AND CLASSIFIED E-MAIL: THOMAS.KEITHLY@DSCA.OSD.SMIL.MIL OR MS. SONJA PATCH, PROGRAMS DIVISION, DSN 329-3705 OR (703) 601-3705, UNCLASSIFIED E-MAIL, SONJA.PATCH@DSCA.MIL OR CLASSIFIED E-MAIL: SONJA.PATCH@DSCA.OSD.SMIL.MIL.DSCA

9. DSCA JAVITS REPORT POINTS OF CONTACT (POC) ARE MS PAMELA YOUNG, WEAPONS DIVISION, DSN 329-3724, COMMERCIAL: (703) 601-3724, UNCLASSIFIED E-MAIL: PAMELA.YOUNG@DSCA.MIL AND CLASSIFIED E-MAIL PAMELA.YOUNG@DSCA.OSD.SMIL.MIL OR COL DUTCH HOLLAND, USAF, WEAPONS DIVISION, DSN 329-3722, COMMERCIAL: (703) 601-3722, UNCLASSIFIED E-MAIL: EDWARD.HOLLAND@DSCA.MIL AND CLASSIFIED E-MAIL EDWARD.HOLLAND@DSCA.OSD.SMIL.MIL.

10. REQUEST ALCON ATTENTION TO THESE TWO ANNUAL REPORTS AND THE REQUESTED INPUT TO ASSURE ACCURATE SUBMISSIONS AND CORRECT ANALYSIS. ASSISTANCE APPRECIATED. FREDA J. LODGE, DIRECTOR, POLICY, PLANS AND PROGRAMS (703) 604-6642

UNCLASS